



Recommendation for Action

File #: 21-2326, **Agenda Item #:** 90.

7/29/2021

Posting Language

Authorize negotiation and execution of a multi-term contract with Ford Audio-Video Systems LLC., to provide an internet protocol video distribution management system, for up to five years for a total contract amount not to exceed \$521,000.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods and services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Purchasing Office.

Client Department(s)

Aviation.

Fiscal Note

Funding in the amount of \$350,000 is available in the Fiscal Year 2020-2021 Capital Budget of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

The Purchasing Office issued a Request for Proposals (RFP) 8100 ELF3010 for these goods and services. The solicitation issued on March 2, 2020 and it closed on May 12, 2020. Of the 10 offers received, the recommended contractor submitted the best evaluated responsive offer. A complete solicitation package, including a log of offers received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=134037)

[<https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=134037>](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=134037).

For More Information:

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: Elisa Folco, at 512-974-1421 or Elisa.Folco@austintexas.gov <<mailto:Elisa.Folco@austintexas.gov>>.

Council Committee, Boards and Commission Action:

July 13, 2021 - Recommended by the Airport Advisory Commission on a 4-1-1 vote with Commissioner Eugene Sepulveda opposed, Commissioner Todd abstained, and Commissioners Maldonado, Owens, and Saulmon absent.

Additional Backup Information:

The contract will provide an internet protocol video distribution management system (IP VDMS) to deliver on-demand video, advertising, airport concession promotions, wayfinding and travel information, emergency broadcast messaging, and live television throughout the Barbara Jordan Terminal and other airport campus buildings. The system will allow the airport to develop an "Airport Channel" that can provide unique airport specific content including business partner promotions and advertising, streaming of live music performances and expand the digital visual art program within the terminal.

An evaluation team with expertise in this area evaluated the offers and scored Ford Audio-Video Systems LLC., as the best to provide these goods and services based on prior experience and references, system description, price, concepts and solutions, local preference and service-disabled veteran business enterprise.

This is a new contract. The requested authorization amount is based on pricing for equipment, implementation services and maintenance submitted in response to the solicitation and department estimates to cover anticipated growth for additional endpoints that may be required during the life of this technology solution.

Contract Detail:

Contract Term	Length of Term	Contract Authorization
Initial Term	3 yrs.	\$450,000
Optional Extension 1	1 yr.	\$ 35,500
Optional Extension 2	1 yr.	\$ 35,500
TOTAL	5 yrs.	\$521,000

Note: Contract Authorization amounts are based on the City's estimated annual usage.

Strategic Outcome(s):

Mobility; Safety.